

2006 Governor's Conference

on Economic Development



Renaissance Grand Hotel
827 Washington Avenue, St. Louis

September 25-27, 2006
www.missouridevelopment.org

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Missouri Association of REALTORS®



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2006 Annual Governor's Economic Development Conference

P.O. Box 93

Jefferson City, MO 65102



Whitey Herzog, Keynote Speaker, September 27

As a boy, Whitey Herzog loved the game of baseball and would cross the Mississippi to catch a Cardinals game at Sportsman's Park at every opportunity. Little did he know that his interest in the game would lead to an illustrious career that would keep him close to home. Always known for his honesty and quick wit, Herzog admits, "Baseball was very good to me...after I quit trying to play it."

Herzog, during his minor-league career earned the nickname "Whitey" due to his light-colored hair. The name stuck throughout his 8 years in the majors as a player where he originally was signed by the New York Yankees. His time in the majors also included stints with Kansas City as an outfielder and first baseman.



After retiring from his playing career in 1963, Herzog began his baseball management career, which included coaching and scouting for the Kansas City Royals and the St. Louis Cardinals. As a manager, he compiled a lifetime record of 1281-1125.

Whitey is considered by many to have been one of the best managers in the game. Herzog's brand of baseball, known as "Whiteyball", featured speed on the base paths, sparkling defense and unconventional roster moves. In his five years with Kansas City, he won three division titles and two second-place finishes. In his 11 years as Cardinals manager, the "White Rat" (for which Herzog is affectionately known) won the 1982 World Series title and National League pennants in 1985 and 1987.

Whitey was named Manager of the Year in 1976 and in 1982, where he was also named Executive of the Year. In 1985, he was voted Manager of the Year for taking a club generally picked to finish last and winding up in the seventh game of the World Series. Herzog was named Sports Illustrated's Manager of the Decade for the 1980s and was recently voted Manager of the Century in a St. Louis Post-Dispatch reader poll. In 2000 he was enshrined in the Kansas City Royals Hall of Fame.

During his term as manager and coach, Whitey helped shape the careers of some of baseball's greatest players including George Brett, Ozzie Smith, Frank White, Darrell Porter, Jack Clark and Willie McGee. After his retirement in 1995, Whitey filled the role of entertaining motivational speaker with enthusiasm to the delight of audiences all across the country.

Always a great storyteller and student of the game, Whitey Herzog has authored two books, *You're Missing a Great Game: From Casey to Ozzie, the Magic of Baseball* and *How to Get It Back* in 1999 and his autobiography, *The White Rat: A Life in Baseball* in 1987.

General Session: Impact of Home Ownership on Economic Development



Richard Mendenhall Tuesday, September 26

Richard Mendenhall, CRB, GRI, never does anything halfway and his compassion for people has always permeated everything he does. As a fifth-generation practitioner, whose family has been in the business since 1894, Mendenhall has an intense desire to give back to his industry in whatever way he can. He is perhaps best known for starting the REALTORS® Housing Relief Fund during his 2001 term as president of the NATIONAL ASSOCIATION OF REALTORS®. The fund provided more than \$8 million in mortgage and rent payments to families of victims of the Sept. 11, 2001, terrorist attacks in New York and Washington.

In essence, Richard is a person who does not have a "half-speed" so it came as no surprise to those who know him when Mendenhall announced on Feb. 12 that he had started a new business venture, WMWorks LLC, a business strategy and advisory "think tank," with Dick Ward, CRB, a long-time friend and colleague.

Mendenhall remains active in real estate as broker-owner of RE/MAX Boone Realty in Columbia and co-owner of RE/MAX Jefferson City.

General Session: Latest Corporate Location Trends and High Altitude View of Missouri's Competitiveness



Dennis J. Donovan, Principal Wadley-Donovan-Gutshaw Consulting Wednesday, September 27

A geographer by trade, Dennis J. Donovan earned a Bachelor's degree from the University of Nebraska at Omaha and a Master degree in economic geography from the University of Rhode Island, which led Dennis to a position in the location/site selection field in 1974 at Republic Steel and later at Dun & Bradstreet.

In 1992, Dennis helped form The Wadley-Donovan Group, which became Wadley-Donovan-Gutshaw Consulting, where he has been advising corporations on office and industrial facilities location for 32 years. Dennis has enjoyed long-term relations as a location advisor to American Express, Lucent Technologies, Lowe's, CIGNA, Dun & Bradstreet, Goldman Sachs, Hughes Communications, Merck, SITEL, Solectron/Stream, and Veritas.

Moreover, Dennis has assumed a leadership position in the industry's primary trade association-- CoreNet Global. He created and teaches the organization's site selection course both for certification and professional development and was a member of CoreNet's 2010 Strategy of Place Task Force.

TENTATIVE AGENDA

Monday, September 25

1:00–6:00 pm

Registration

3:00–5:00 pm

TOURS • Downtown Redevelopment Walking Tour
• Life Sciences Bus Tour
• The NEW Busch Baseball Stadium Tour

7:00 pm

St. Louis Cardinals vs. San Diego Padres Baseball Game
(in party rooms with food & drink)

Tuesday, September 26

6:30 am

Registration

7:30–9:00 am

Breakfast with Keynote Speaker
TBA



9:00 am –5:30 pm

Exhibits and Market Place

9:15–10:15 am

3 Breakout Sessions
• **Entrepreneurialism • Exporting • METS Initiative**

10:15–10:30 am

Refreshment Break

10:30–11:15 am

General Session: **DED/Legislative Update**

11:30 am–1:30 pm

Awards Luncheon (at the America's Center)
Governor Matt Blunt invited

2:00–3:00 pm

General Session: **Richard Mendenhall**
Impact of Home Ownership on Economic Development

3:00–3:30 pm

Refreshment Break

3:30–5:00 pm

General Session:
Mock Project-Presentation Challenge

6:00–8:00 pm

Reception (at the City Museum)

Wednesday, September 27

8:00–9:30 am

Breakfast: Keynote speaker **Whitey Herzog**
Former Cardinals and Royals Baseball Coach

9:30–9:45 am

Break

9:45–11:15 am

General Session: **Dennis Donovan**
Latest Corporate Location Trends and High Altitude
View of Missouri's Competitiveness

11:15 am

Drawing for Door Prizes

Adjourn

TOURS

This year, tours will be offered on Monday afternoon from 3:00–5:00 pm

- Downtown Redevelopment Walking Tour
- Life Sciences Bus Tour
- The NEW Busch Baseball Stadium Tour

AWARDS LUNCHEON

Please join the Department of Economic Development at the America's Center as individuals, communities and companies from around the state are recognized for outstanding achievements over the past year.

EVENING RECEPTION

The evening reception will be held at the City Museum, 701 North 15th Street, from 6:00–8:00 pm. It is a unique opportunity to mix, mingle and simply relax. Enjoy food, drink and entertainment to top off the evening.

EXHIBITS

Exhibits will be offered again this year, but on a very limited basis. Get your request in early to reserve your space. For more information, call Becky Verslues at 573-751-2741 or e-mail: becky.verslues@ded.mo.gov

BREAKOUT SESSIONS

This year we will be featuring three concurrent sessions. A tentative schedule has been presented that includes sessions on:

- Entrepreneurialism
- Exporting
- METS Initiative (Math, Engineering, Technology and Science).

Once the session schedule has been finalized it will be available on the Web.

HOTEL

314-621-9700

Renaissance Grand Hotel
827 Washington Avenue, St. Louis

For room reservations, call:

314-621-9700

Ask for the Governor's Conference room rate:

\$101 per night

Renaissance Grand Hotel

REGISTRATION FORM

One price will include all meals, sessions and functions, except the Cardinals baseball game.

_____ \$175 Postmarked **before** August 31, 2006 (does not include baseball game tickets.)

_____ \$195 Postmarked **after** August 31, 2006 (does not include baseball game tickets.)

There will be no single day reservations.



_____ \$50 St. Louis Cardinals vs. San Diego Padres **Baseball Game** tickets will be in addition to the registration fee above and will be limited to the first 280 (in party rooms with food & drink).

_____ I have enclosed a **check** in the amount of \$ _____

_____ Or, please **charge** my fees to: _____ VISA _____ MasterCard

Account # _____ Expiration Date _____

Name on Card (print) _____ Signature _____

I will be attending: _____ Downtown Redevelopment Tour _____ Life Sciences Tour _____ Busch Baseball Stadium Tour

Please contact the Renaissance Grand Hotel in downtown St. Louis 314-621-9600 and ask for the Governor's Conference rate of \$101 per night.

Please indicate any special needs: _____

Please make check payable to: Hawthorn Foundation and mail to: Governor's Conference, P.O. Box 93, Jefferson City, MO 65102.

Please call Annette Wallace at (573) 522-9479 or e-mail: annette.wallace@ded.mo.gov with questions. FAX: 573-526-3216.

Mr. or Ms.	Name (Please type)	Organization		
Street Address		City	State	Zip Code
Phone		FAX	E-mail	

Return this form to Hawthorn Foundation with payment for each attendee's fee. This form may be copied. The all-inclusive price covers the cost of the conference activities on September 25-27, 2006, but does not include the baseball game. Hotel lodging costs are separate and are the responsibility of the attendees. The hotel room reservation telephone number has been included for your convenience. Call the Renaissance Grand Hotel at 314-621-9700 for rates and information. The cut-off date for hotel room reservations is Monday, September 4, 2006. Persons who register at the door will be charged a \$20 late fee. All reservations must be received in the office by noon, Friday, September 15, 2006. No refunds will be made after that time. However, reservations are transferable, and substitutions at any time are allowed and recommended. Refunds must be requested in writing by September 18, 2006 before the conference and will be mailed after the conference. A \$10 cancellation fee will be deducted. Hawthorn Foundation is a not-for-profit corporation and does not assume any liability for any injuries to persons or property that might arise out of, or during, the course of the Governor's Economic Development Conference, or any activities carried on by private groups during the conference. Registration at the conference constitutes a release of Hawthorn Foundation from any and all claims registrant may have against said corporation in connection with said conference.